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TITLE: Development of the Video Tape Rating Scale (VTRS) of Conflict Management and Sexual Negotiation

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OBJECTIVES: HIV/AIDS is the fourth cause of death for Puerto Ricans and the third cause among women. Fifty eight percent of the women report being infected through heterosexual transmission. Given this data, a research effort was developed to evaluate a preventive intervention for HIV/AIDS among young, heterosexual women. One of its foci is the development of conflict management and negotiation skills which could help women to protect themselves from contagion. So as to measure the use of diverse conflict management strategies and the development of negotiation skills Galarza, et al. (1996) developed the VTRS.

METHODS: The scale is based on the power relationship model developed by Serrano-Garcia & Lopez (1991) and has two subscales. Subscale A measures discrete components of eight strategies: (1) leaving the situation, (2) threatening confronting (4) convincing (5) manipulating, (6) begging, (7) seducing and (8) negotiating. Subscale B negotiation skills. The scale's reliability was evaluated in two different studies with videotaped simulations negotiation carried out with 21 women and observed by trained judges. The scale was also submitted to a content validity assessment by eight experts.

RESULTS: In the first study percentage of agreement between the judges' scores for conflict management strategies 76.1%. Begging seducing and negotiating were the strategies that generated greater agreement. Confronting convincing were the strategies where there was less agreement. Percentage of agreement regarding negotiation was only 46.3%. In the second study percentage of agreement between the judges' scores for conflict map strategies was 62.7%. Leaving the situation, begging, and negotiating were the strategies that generated agreement. Confronting and convincing were the strategies where there was less agreement. On the other hand content validity index obtained by the VTRS was .90.

CONCLUSIONS: Results of this study indicate that the VTRS has a moderate level of reliability which can be explained by technical problems which ensued and the brief training sessions that the judges participated in. On the other the CVI was high and indicates that the instruments' categories are adequate to evaluate conflict management. Further development of the VTRS will provide researchers with an instrument that will allow them not only to measure strategies women use, but also to identify areas in which their skills need further development.

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